



Flexible Training Solutions



## BSB30316 Certificate III in Business to Business Sales

### Overview:

This qualification reflects the role of individuals who sell products to other businesses and build strong business to business relationships.

These individuals possess a range of well-developed skills where discretion and judgement is required. They may provide support within a team.

This qualification provides a pathway to work in businesses that supply products or services to other businesses such as wholesalers. Individuals with this qualification are able to perform roles such as business to business sales officer, sales representative and customer service officer.

### Course delivery & structure:

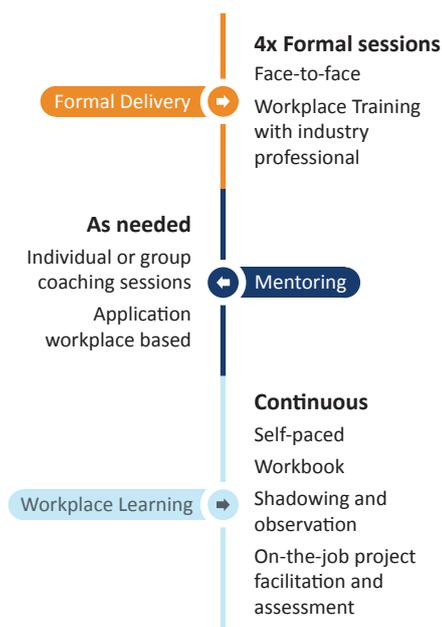
Delivery underpins our philosophy that work is the learning and learning is the work. We deliver a combination of formal training sessions and mentoring. We utilise a mix of on-the-job observation and questioning, and workplace based projects throughout our assessment tasks.

Participants are encouraged to challenge their existing knowledge and extend their boundaries whilst they expand their skill base.

To successfully attain the BSB30316 Certificate III in Business to Business Sales, students are required to complete a total of ten (10) units of competency, comprising of:

- 5 core unit, and;
- 5 elective units, of which:
  - 3 must be taken from the elective units listed over page;
  - the remaining 2 may be taken from either the elective units listed over page, or may be drawn from other qualifications in the SIR Retail Services training package or any other current Training Package or accredited course.

### Delivery Mode:



This nationally recognised qualification is delivered by Flexible Training Solutions RTO ID 6333. It provides skills and knowledge to the industry standard. We actively tailor training for people from diverse backgrounds, including those with disabilities, and encourage all to apply.

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### Duration:

This program is typically delivered over 12-24 months.



### Projects:

We believe to get the most out of a program, training should be applicable to a trainees job role. Projects directly impact and relate to your business.



### Workplace mentors:

a workplace mentor will be assigned from within your business. This ensures that knowledge and skills are reinforced throughout the program.



For more information or to get started visit [www.flexibletrainingsolutions.com.au](http://www.flexibletrainingsolutions.com.au)

## BSB30316 Certificate III in Business to Business Sales

### Core Units

SIRWLS004	Optimise customer and territory coverage
SIRXCEG003	Build customer relationships and loyalty
SIRXCEG005	Maintain business to business relationships
SIRXIND001	Work effectively in a service environment
SIRXWHS002	Contribute to workplace health and safety

### Elective Units

SIRXCEG001	Engage the customer
SIRXCEG002	Assist with customer difficulties
SIRXCOM002	Work effectively in a team
SIRXCOM003	Promote team cohesion
BSBCUE301	Use multiple information systems
BSBCUE304	Provide sales solutions to customers
SIRRINV001	Receive and handle retail stock
SIRRINV002	Control stock
SIRXMGT001	Supervise and support frontline team members
SIRRMER003	Coordinate visual merchandising activities
SIRXRSK001	Identify and respond to security risks
SIRWLS001	Process product and service data
SIRWLS002	Analyse and achieve sales targets
SIRWLS003	Build sales of branded products
SIRXSL001	Sell to the retail customer

For more information contact us directly

**Luke Campbell**

☎ 0421 790 990

@ lukecampbell@ftspl.com.au

🌐 [www.flexibletrainingsolutions.com.au](http://www.flexibletrainingsolutions.com.au)